



Bar-S, A Veteran-Owned Precision Machine Shop, Certifies to AS9100 Revision D With The Support of Consultant BMSC



Next year, Bar-S, a Veteran-Owned business, will celebrate 40 years in business. The company is based in north-central Arizona in the small town of Chino Valley, just miles from Prescott.

When Bob Schaible founded the business in the small town, he envisioned a shop with local impact, and regional reach. Over time, Bar-S grew from a 1-man business in a 300 square foot building to one with dozens of employees in the 19,000 square foot facility it occupies today.

Bob's dream lives on today as his 3 sons, Allan, Bill and Mike, run Bar-S. The company retains its designated Veteran-owned status, since both Allan and Bill served our country. The company supports a number of industries, including: Automotive Aftermarket, Off-road, Aerospace, Defense, Electronics, Commercial Cleaning, Medical/Dental and Firearms.

More than a decade ago the brothers hired Tim Smith to head up the company's sales and marketing efforts. "We have a superior shop with excellent employees." Tim said, "But, over the years as I approached Fortune 1000 companies in the aerospace and defense industries, I was told our company wouldn't have the opportunity to bid on programs unless we were AS9100 certified."

He continued, "We had heard about consultant Bretta Kelly, owner of BMSC, and had met with her a few years ago. After the interview, we knew that Bretta's style would match ours. She discussed working within our processes that were successful and fine tuning the business to meet the requirements



of AS9100 Revision D."

The team had selected their consultant, but business was good, and they weren't ready to invest in certification until about a year ago. Tim said, "There are a couple of key factors that drove our decision to reengage with Bretta and to contract with her to achieve certification:



1) More current and prospective customers were saying AS9100 was a 'must have'

2) We now had 2 employees (Adam Newberry and Christine Robinson) who had been involved in certification with their previous employers – these would be our internal champions."

Just months after engaging with BMSC's Bretta Kelly and her colleague Debbie Hart, the Bar-S team is pleased to announce that they successfully certified to AS9100 with '0' findings!

Tim said, "BMSC was outstanding as our AS9100 consultant; the services they provided were exactly as promised and they were cost-effective. They were easy to work with and they didn't come in here trying to change up all of our procedures and processes."

Adam added, "I have worked with consultants and auditors whose goal in life seemed to be finding areas to 'get you'; this wasn't how our preparation and certification experience was with BMSC and the registrar."

Christine adds, "The support we received from BMSC was superior; their knowledge from working with hundreds of companies like us was invaluable." She added, "We're all on-board for what AS9100 has the potential to do for our company. It is a critical next step for our long-term success, and we are excited about the possibilities, both with increased internal data knowledge and with new customers."

Tim and the management team aren't just improving their company with AS9100 certification. Tim says, "We are examining all areas of our business for continuous improvement. As an example, Mike is taking on the challenge of how difficult it is to find exceptional new employees. As such, he is teaching at our local community college (Yavapai), and he recently became a board member of Yavapai College's CTEC (Career & Technical Education Center)." He continued, "We've also engaged with RevAZ, Arizona's Manufacturing Extension Program (MEP), to help us to develop a strong Strategic Business Plan."

Bar-S can support your precision manufacturing needs from design assistance, engineering, prototyping, production machining, finishing, to testing and packaging. Contact them at 928-636-2115 or visit bar-smachine.com

BMSC has proven, copy written templates for ISO 9001:2015, AS9100D, AS9110C and AS9120B Standards, and they have provided consulting services to more than 200 companies; upgraded and certified with zero to one finding results! For more information about BMSC contact them at: (602) 445-9400 or visit BusinessMSC.com.